Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Message Text

UNCLASSIFIED

PAGE 01 CARACA 05103 061943Z

11
ACTION EB-11

INFO OCT-01 ARA-16 ISO-00 AGR-20 CIAE-00 INR-10 LAB-06

NSAE-00 RSC-01 SP-03 STR-08 TRSE-00 SWF-02 CIEP-02

OMB-01 DRC-01 /082 W
---------- 055520
R 061736Z JUN 74
FM AMEMBASSY CARACAS
TO USDOC WASHDC
INFO AMEMBASSY BOGOTA
AMEMBASSY BRAZILIA
AMEMBASSY LA PAZ
AMCONSUL MEDELLIN
AMCONSUL SAO PAULO
SECSTATE WASHDC 4098

UNCLAS CARACAS 05103

E.O. 11652: N/A
TAGS: BEXP, CO
SUBJECT: REPORT ON U.S. TEXTILE MACHINERY TRADE MISSION

1. SUMMARY: MISSION COMPLETED TWO AND ONE HALF FULL DAYS OF BUSINESS ACTIVITIES MEETING WITH LEADING OWNERS, EXECUTIVES AND PURCHASING AGENTS OF NATIONAL TEXTILE INDUSTRY. MAJORITY OF MISSION MEMBERS FAMIALIAR WITH VENEZUELAN TEXTILE INDUSTRY BUT AGREED CUMULATIVE EFFECT OF MISSION MOST HELPFUL TO AMERICAN INDUSTRY. ESTABLISHED OUR STRONG INTEREST IN INCREASING SHARE OF MARKET AND EFFORT APPRECIATED BY CUSTOMERS. STRONG LOCAL AGENT REPRESENTED SIX OF OUR COMPANIES AND WAS MOST HELFUL IN SECURING APPPOINTMENTS. DURING MISSION VISIT HE ACQUIRED SEVENTH REPRESENTATION FROM PIEDMONT ENGINEERS.

2. HIGHLIGHT OF FIRST DAY WAS SUPERB RECEPTION ATTENDED BY AMBASSADOR AND WELL OVER 200 GUESTS, WHICH GREATLY EXCEEDED OUR INITIAL ESTIMATE AND IS A RECORD FOR ANY MISSION EVEN IN PAST TWO YEARS. MEMBERS REPORTED ON HIGH QUALITY
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 CARACA 05103 061943Z

OF GUESTS. AN ABOVE AVERAGE AMOUNT OF BUSINESS CONDUCTED,

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

EVEN ONE SALE CONSUMMATED BY COLTRON INDUSTRIES.

3. DIRECTOR AND CONTROL OFFICER CALLED ON DR. ZAMORA, SENIOR OFFICIAL IN INDUSTRIES DIVISION OF DEVELOPMENT MINISTRY, AND DR. OMAR BARALT, PRESIDENT OF VENEZUELAN DEVELOPMENT CORPORATON. OBJECTIVES OF MISSION WERE REVIEWED AND GENERAL OUTLOOK OF TEXTILE INDUSTRY DISCUSSED. DOCTOR ZAMORA AND OTHER VNEZUELAN GOVERNMENT OFFICIALS ALSO ATTEND OUR RECEPTION.

4. DIRECTOR AND FRANK WARD OF AMATEX HAD RADIO INTERVIEW USEFUL IN PUBLISIZING MISSION.

5. LEESONA CORPORATION MADE IMMEDIATE SALE OF $100,000 AND EXPECTS TO DO OVER ONE MILLION THIS YEAR. SACO LOWELL OFFERED CONTRACT FOR $700,000 MACHINE BUT CANNOT DELIVER FOR TWO YEARS. SALE MAY GO TO CZECHS BY DEFAULT.

6. MEMBERS CONCERNED ABOUT NEW VENEZUELAN LAW ALLOWING USED TEXTILE MACHINERY TO BE SOLD. CUSTOMERS AND VENEZUELAN GOVERNMENT OFFICIALS CALLED ON WERE REMINDED OF THE DIFFICULTIES IN COMPETING IN THE ANDEAN MARKET WITH LESS EFFICIENT MACHINERY.

7. MISSION MEMBERS EXPERIENCED IN INTERNATIONAL SALES, THEY COMPLEMENT EACH OTHER AND WORK WELL TOGETHER. SEVERAL MEMBERS HAVE STATED THEY WOULD LIKE TO RETURN AS EARLY AS SEPTEMBER 1974 TO CARACAS TO CULMINATE SALES PROSPECTS DEVELOPED ON THIS VISIT. THE EMBASSY AGREED TO SUPPORT SUCH AN EFFORT IF ORGANIZED BY THE U.S. TEXTILE GROUP.

8. SOME MEMBERS SEE LITTLE USEFULNESS IN GOING TO RECIFE. DIRECTOR IMPRESSING ON THEM DESIRABILITY AND OBLIGATION TO MAKE THIS VISIT. ANY DROPOUTS WILL BE REPORTED TO RECIFE ON OUR ARRIVAL IN SAO PAULO.

9. DIRECTOR RECEIVED EXCELLENT SUPPORT FROM CONTROL OFFICER RICHARD GRAHAM,AND THE WHOLE EMBASSY STAFF. MISSION MEMBERS COMPLIMENTARY AND PLEASED BY ENTIRE EFFORT.
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 CARACA 05103 061943Z

MC
LINTOCK

UNCLASSIFIED

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

NNN

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 06 JUN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974CARACA05103
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740144-0608
From: CARACAS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740670/aaaacigl.tel
Line Count: 109
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: boyleja
Review Comment: n/a
Review Content Flags:
Review Date: 18 JUL 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <18 JUL 2002 by phillir0>; APPROVED <08 JAN 2003 by boyleja>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: REPORT ON U.S. TEXTILE MACHINERY TRADE MISSION
TAGS: BEXP, CO
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005